



**Interested Party Communications with the  
Telecommunications Executive Governance Committee  
of the State of Arizona  
Issued June 18, 2003**

**Contact:  
Gray Sigler  
Senior Government Account Executive  
Sprint Government Systems Division  
775-782-6888  
[gray.r.sigler@mail.sprint.com](mailto:gray.r.sigler@mail.sprint.com)**



## **Sprint response to: “Interested Party Communications with the Telecommunications Executive Governance Committee”**

Sprint is pleased to communicate as an Interested Party with the Telecommunications Executive Governance Committee of the State of Arizona. The Sprint Government Systems Division is excited to discuss a role in the Privatization effort of telecommunications in the State of Arizona. As a telecommunications partner, Sprint will provide the State of Arizona with an experienced Lifecycle development team that will work hand-in-hand with the members of the Telecommunications Executive Governance Committee to deliver the most effective and acceptable deployment of telecommunications networking services throughout the State.

Sprint was named the Top-Rated Telecommunications Company for Outsourcing Support as recognized by InformationWeek Resource, and the dedicated Sprint Lifecycle Team will bring this level of service to the Telecommunications Executive Governance Committee. This Outsourcing rating reflects Sprint’s history of providing telecommunications integration for our customers.

Sprint supports the vision for a phased migration from a centralized non-private network to converged telecommunications and the strategic benefits of a consolidated network infrastructure supporting IP-based technologies. To Sprint, the vision is a State of Arizona infrastructure no longer restricted by lines and cords. It is one seamless, complete communications experience open for business from any place, anytime, through the use of e-government.

### **Migration to a Converged Private IP Network**

Sprint has extensive experience in orchestrating network designs which optimize existing investment in network equipment enabling a successful migration to next generation technologies. A migration from a centralized solution to the Sprint Private IP solution will deliver improved telecommunications throughout the State of Arizona – services that can be leveraged by all State users.

The Sprint Private IP environment offers an access-agnostic approach to delivering broadband services throughout the State. Traditional access methods such as Private Line, Frame Relay, and ATM can be migrated to the Private IP cloud. This technology will provide the converged environment of an IP core while avoiding the cost of immediately replacing or building new physical facilities in the State. Other emerging access methods can be available to users throughout the State across a standard IP infrastructure. Access options such as xDSL, cable, satellite, Fixed Wireless, and PCS are just some of the services that the State can exploit to improve statewide networking to remote users. Sprint’s Private IP infrastructure solution will benefit the State of Arizona by providing the foundation for future consolidation of telecommunications services such as Voice, Video, and other data applications.

The Sprint telecommunication philosophy mirrors the migration approach addressed by the State of Arizona. Sprint built a fiber-optic backbone from the ground up as one homogenous network, and has reaped the benefits of this strategy by being able to deploy emerging technologies over the core infrastructure while avoiding the costs associated with upgrading physically disparate infrastructures that have plagued other carriers.

Sprint would like to share this philosophy in a collaborative environment to help the State of Arizona chart a course toward a truly converged telecommunications infrastructure, delivering world-class applications and services while avoiding costly upgrades and build-outs.

In summary, Sprint is committed to begin developing a strategic partnership with the State of Arizona to develop a telecommunications network that not only meets the needs of State users today, but continuously strives to support the growing requirements of tomorrow.

**Gray Sigler**

Senior Government Account Executive  
Sprint Government Services Division